



Advanced Unified Access Specialization

Requirements

[Role-Sharing Guidelines](#) (PDF - 59 KB)

For [country requirements](#), learn more about country groupings.

Account Manager

Responsible for sales methodology and customer engagement.

Requirement	Format	Cost (USD)	Duration
Selling Business Outcomes (#810-401 or #810-403) OR	Exam	\$150	1 hour
Adopting the Cisco Business Architecture Approach (810-440)	Exam	\$150	1.5 hours
Recommended Training			
Selling Business Outcomes Training OR	E-learning	\$0	6 hours
Adopting the Cisco Business Architecture Approach (DTBAA) v1.0	E-Learning	\$280	6 hours
Total		\$150 or \$430	7 hours or 7.5 hours

Systems Engineer

Presales engineer responsible for Unified Access solution planning and design. Possesses both business and technical skills. Understands customer business needs and issues, business process and transformation.

Requirements	Format	Cost (USD)	Duration
CCDA or CCDP or CCDE or CCIE Wireless	Exam	\$750	5 hours
and			
CCNA Wireless or CCNP Wireless or CCIE Wireless	Exam	\$1,000	6 hours
Total		\$1,750	11 hours

Field Engineer

The postsales engineer is responsible for Enterprise Networks Architecture solution implementation and operation.

Requirement	Format	Cost (USD)	Duration
CCNA Wireless or CCNP Wireless or CCIE Wireless	Exam	\$250	1 hour
Total		\$250	1 hour

Training Requirements Not Allocated to Job Roles

Requirement	Format	Cost (USD)	Duration
Cisco Unified Wireless Site Survey Representative			
Designing Cisco Wireless Enterprise Networks (WIDESIGN 300-360)	Exam	\$300	1 hour
Recommended Training:			
Designing Cisco Wireless Enterprise Networks (WIDESIGN)	Instructor-led	\$3,500	40 hours
Total		\$3,800	41 hours

Requirement	Format	Cost (USD)	Duration
Cisco Unified Access Representative			
Enterprise Networks Unified Access Exam (ENUAE) (#500-451)	Exam	\$300	1 hour
Recommended Training:			
Enterprise Networks Unified Access Essentials (ENUAE)	Instructor-led	\$4,495	40 hours
Total		\$4,795	41 hours



Americas Headquarters
Cisco Systems, Inc.
San Jose, CA

Asia Pacific Headquarters
Cisco Systems (USA) Pte. Ltd.
Singapore

Europe Headquarters
Cisco Systems International BV Amsterdam,
The Netherlands

Cisco has more than 200 offices worldwide. Addresses, phone numbers, and fax numbers are listed on the Cisco Website at www.cisco.com/go/offices.

Cisco and the Cisco logo are trademarks or registered trademarks of Cisco and/or its affiliates in the U.S. and other countries. To view a list of Cisco trademarks, go to this URL: www.cisco.com/go/trademarks. Third party trademarks mentioned are the property of their respective owners. The use of the word partner does not imply a partnership relationship between Cisco and any other company. (1110R)

Printed in USA

C78-738064-00 10/16